

PM-USA MANAGEMENT DAILY SALES TOP 300 PERFORMANCE

03/18/1999

WEEK DAY=THURSDAY WEIGHT=0.191 WTD % OF WEEK=80.2 MONTH DAY=14 MONTH=23 DAYS LY MONTH=22 DAYS MTD % OF MONTH=63.2 YEAR DAY=55 YTD WEIGHT=11.120 YEAR=261 DAYS
MTD % ADJ=-4.3 YTD % ADJ=-0.1 TOT YR WEIGHT=52.198

		12-Mar	AVERAGE	% AVG	WTD %	THU	WED	TUE	MON	FRI	% OF AVG	% OF AVG	% OF AVG	% OF AVG	% CURR
		THRU	WEEK	CURRENT	OF AVG	18-Mar	17-Mar	16-Mar	15-Mar	12-Mar	WEEK	WEEK	WEEK	WEEK	VS PREV
CUSTOMER		18-Mar	SALES	5 DAYS	WEEK	SALES	SALES	SALES	SALES	SALES	(PW1)	(PW2)	(PW3)	(PW4)	5 DAYS
TOP 1 THROUGH 10		1,807,288	1,734,709	104	80	376,847	323,183	277,506	417,368	412,404	94	94	118	88	115
TOP 1 THROUGH 100		3,387,818	3,201,474	106	83	668,108	626,199	577,896	787,041	728,574	95	96	111	96	115
TOP 101 THROUGH 200		470,277	443,877	106	78	80,669	81,264	82,041	112,740	133,563	95	92	92	96	122
TOP 201 THROUGH 300		249,570	249,215	100	77	32,103	47,499	44,799	67,110	58,059	88	92	91	94	119
TOTAL TOP 300 ACCNTS		4,107,685	3,894,588	106	82	760,880	754,962	704,736	966,891	920,196	94	95	107	96	116
TOTAL UNRANKED ACCNTS		426,963	420,658	101	74	56,341	69,417	75,707	110,526	114,972	92	91	89	90	118
TOTAL PM-USA		4,534,648	4,315,246	105	81	817,221	824,379	780,443	1,077,417	1,035,168	94	95	105	95	116
MCLANE	1	938,946	861,190	109	84	199,692	163,734	153,714	208,380	213,428	85	89	147	96	140
MCLANE SOUTHEAST INC	1			100	100		0	0		0	100	100	100		100
MCLANE SOUTHERN CALI	1			100	100		0	0		0	100	100	100		100
TOTAL FOR RANK	1	938,946	861,190	109	84	199,692	163,734	153,714	208,380	213,428	85	89	147	96	140
EBY BROWN CO	2	187,029	165,868	113	92	43,923	45,750	25,251	37,749	34,356	83	85	66	102	135
CORE MARK DIST INC	3	161,172	152,569	108	74	34,854	21,262	25,038	32,250	47,778	107	95	79	83	109
COSTCO WHOLESALE	4	92,942	132,422	70	63	28,796	12,954	10,440	30,936	9,816	81	84	90	97	82
H.T. HACKNEY	5	165,678	130,739	127	101	18,894	29,487	23,892	59,319	34,086	111	126	112	107	108
THE FLEMING CO INC	6	75,876	85,977	88	71	13,218	15,354	14,082	18,702	14,520	78	65	98	66	108
SPARTAN STORES	7	73,080	66,045	111	91	15,654	11,244	13,140	20,288	12,756	106	108	88	136	93
S ABRAHAM & SON	8	21,714	53,311	41	36	7,338	6,612	3,528	1,692	2,544	146	133	102	90	28
HAROLD LEVINSON ASSO	9	42,999	42,983	100	33	5,040	4,848	1,809	1,762	28,950	104	108	111	81	105
GROCERY SUPPLY CO	10	47,850	43,605	110	77	8,838	11,928	6,612	6,300	14,172	176	139	103	96	55
CONVENIENCE STORE DI	11	38,454	42,637	90	73	8,316	8,598	7,688	6,642	7,212	95	153	93	92	80
THE KROGER COMPANY	12	51,312	42,417	121	99	10,656	5,724	8,923	16,740	9,264	79	82	81	148	153
AAFES	13	31,272	38,889	80	67	6,360	8,262	6,300	4,956	5,394	84	99	88	77	94
QUIK TRIP WHSE	14	17,238	41,252	42	40		12,900	2,820	906	612	78	110	128	123	40
MILLER & HARTMAN INC	15	40,272	40,354	100	82	7,986	8,706	4,128	12,444	7,008	52	30	193	93	229
SUPER VALUE STRS INC	16	36,786	37,016	99	86	4,620	11,142	6,090	10,074	4,860	84	90	78	78	114
T & C DISTR CO	17	39,006	36,979	105	88	10,866	6,012	7,938	7,554	6,636	111	116	115	115	92
JOS H STOMEL & SONS	18	31,872	33,086	96	83	10,128	5,334	6,678	5,328	4,404	75	78	87	86	135
FOOD LION INC	19	19,674	33,771	58	54		0	3,654	14,582	1,458	82	87	108	142	94
MINTER WEISMAN CO	20	70,404	33,923	208	178	2,772	25,776	22,203	9,510	10,143	81	85	109	61	257

2071838522